

## Message Text

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64

ACTION EB-05

INFO OCT-01 NEA-05 ADP-00 EUR-06 RSR-01 RSC-01 /019 W

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P R 101844Z AUG 73

FM AMEMBASSY LONDON

TO AMEMBASSY BEIRUT PRIORITY

INFO USDOC WASHDC

SECSTATE WASHDC 3263

UNCLAS LONDON 9243

E.O. 11652: N/A

TAGS: EIND U K

SUBJECT: GOLDEN CHEMICAL PRODUCTS

REF: BEIRUT 9424, 8/9/73

LAST U.S. ADDRESS KNOWN TO EMBASSY FOR GOLDEN PRODUCTS IS 144-17 BARCLAY AVENUE, FLUSHING, N.Y. 11355 (TEL: 212-961-1068). MR. MR. JACK EISENKEIT, INTERNATIONAL MANAGER WILLIAM E. BAILEY, CHAIRMAN.

FYI - GOLDEN PRODUCTS' U K ORGANIZATION ESTABLISHED AROUND APRIL 1972, HAD A LARGE SELLING ORGANIZATION IN THE FIELDS OF DETERGENTS, SHAMPOOS, ETC. ALONG WITH A NUMBER OF OTHER AMERICAN AND BRITISH FIRMS ENGAGED IN MULTI-LEVEL SELLING OF FRANCHIESE FOR DOOR-TO DOOR SALES OPERATIONS, HAS BEEN CITED IN PRESS AS EXAMPLE OF FIRMS USING "PYRAMID SELLING" TECHNIQUE. THIS INVOLVES SELLING OF FRANCHIESE VERSUS SELLING OF PRODUCTS AND BRITISH GOVERNMENT HAS RECENTLY PASSED LEGISLATION DESIGNED TO OUTLAW SUCH TYPES OF SALES ACTIVITIES.

GOLDEN PRODUCTS HAS WAGED EXTENSIVE CAMPAIGN WITH MEMBERS OF PARLIAMENT & DEPARTMENT OF TRADE & INDUSTRY (DTI) TO PROVE ITS ACTIVITIES DO NOT FALL IN CATEGORY OF PYRAMID SELLING. FINAL OUTCOME OF THESE EFFORTS NOT SOLVED BUT APPARENTLY THEY HAVE PREVENTED DTI ACTION AGAINST FIRM  
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WHEREAS ONE OTHER HAS BEEN ORDERED TO DISCONTINUE

OPERATIONS. SO FAR AS WE KNOW GOLDEN PRODUCTS CASE IS  
STILL UNDER CONSIDERATION BY DTI.  
SOHM

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 AUG 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Reference:** 73 BEIRUT 9424  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** willialc  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 AUG 2001  
**Review Event:**  
**Review Exemptions:** n/a  
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30 JUN 2005

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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Subject:** GOLDEN CHEMICAL PRODUCTS  
**TAGS:** EIND, UK  
**To:** n/a  
**Type:** TE  
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